

## ABSTRACT

The present invention relates to a method, system and computer program product for online negotiations and transactions for electronic commerce spanning international boundaries and includes means for incorporating the effects of the associated uncertainties and risks into decisions related to the assignment of items and the determination of their prices and further means for mitigation of some of these uncertainties and risks. These uncertainties and risk may include those originating from price changes, currency fluctuations, counterparty default, non-conformance to quality and quantity specifications and shipment and payment delays.

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